

“In the first quarter of 2021, net sales declined 22 percent due to lower license sales. Recurring support revenue rose 7 percent and accounts for 38 percent (28) of net sales. Operating profit totaled SEK 12 M (52) and cash flow was SEK 33 M (-4).”

Johan Löf, CEO of RaySearch.

FIRST QUARTER (JANUARY-MARCH 2021)

- Order intake SEK 145.1 M (300.0)
- Net sales SEK 162.1 M (208.9)
- Operating profit SEK 12.3 M (51.6)
- Profit after tax SEK 7.1 M (40.5)
- Earnings per share before/after dilution SEK 0.21 (1.18)
- Cash flow SEK 32.8 M (-4.2)
- Order backlog SEK 1,207.1 M (1,281.5) at the end of the period

SIGNIFICANT EVENTS DURING THE FIRST QUARTER

- The RayStation® treatment planning system was sold to more leading cancer centers, including Legacy Cancer Institute in the US, the University Hospital in Krakow, Poland, Osaka City University Hospital and Kumamoto University Hospital in Japan. In addition, Inova Schar Cancer Institute in the US and Radiumhospitalet at Oslo University Hospital in Norway expanded their existing RayStation installations.
- In March, the Parent Company issued a short-term loan of SEK 200,000 to Vinstandelsstiftelsen RayFoundation on commercial terms.
- A wholly owned subsidiary has been established in Australia.

THE COVID-19 PANDEMIC

- The COVID-19 pandemic with temporary reprioritisations in healthcare had a negative impact on sales in the first quarter. The market situation is gradually improving in line with the vaccine rollout and the recovery is expected to continue. At the same time, coronavirus cases are rising in some regions and it is unclear how long it will take before the vaccination program has an effect. RaySearch therefore expects that the negative effects of the COVID-19 pandemic on the company's sales and earnings will continue for some months to come, mainly because orders may be delayed, but that the pandemic's effects on sales and earnings are expected to gradually diminish in 2021.

SIGNIFICANT EVENTS AFTER THE END OF THE REPORTING PERIOD

- In March 2021, RaySearch breached an EBITDA-based covenant in the company's credit facility agreement with Skandinaviska Enskilda Banken (publ) (SEB) with a credit limit of SEK 350 M, of which SEK 50 M was utilized. In April, SEB subsequently demanded repayment of the utilized SEK 50 M. However, the credit facility will be available for drawing as soon as the company once again meets all covenants contained in the agreement.
- A sales agent agreement has been signed with Canon Medical Systems USA, Inc., enabling RaySearch's salesforce in North America to promote Canon Medical's Aqilion Lare Bore CT and Celesteion PET/CT products.

FINANCIAL SUMMARY¹

AMOUNTS IN SEK 000s	JAN-MAR		APR 2020-	FULL-YEAR
	2021	2020	MAR 2021	2020
Net sales	162,102	208,889	604,825	651,612
Operating profit/loss	12,261	51,557	-42,762	-3,466
Operating margin, %	7.6	24.7	-7.1	-0.5
Profit/loss for the period	7,110	40,462	-42,432	-9,080
Earnings/loss per share before/after dilution, SEK	0.21	1.18	-1.24	-0.26
Cash flow from operating activities	104,332	66,074	294,976	331,508
Cash flow for the period	32,840	-4,244		61,890
Return on equity, %	1.0	5.5	-6.0	-1.3
Equity/assets ratio, % at the end of the period	52.7	55.8	52.7	54
Share price at the end of the period, SEK	89.5	57.6	82.7	82.7

¹ For definitions of key ratios, see page 18.



CEO COMMENTS

CONTINUED EXTRAORDINARY MARKET CONDITIONS

The COVID-19 pandemic once again had a negative effect on RaySearch's sales in the first quarter of 2021. Market conditions remained challenging in Europe and North America, while the market situation was positive in Asia.

In the first quarter, order intake amounted to SEK 145 M (300), down 52 percent year-on-year. Net sales declined 22 percent to SEK 162 M (209). The change was attributable to significantly lower license sales due to the COVID-19 pandemic and a strong first quarter in 2020. As a result of lower sales, operating profit declined to SEK 12 M (52), representing an operating margin of 8 percent (25). Cash flow was SEK 33 M (-4) in the first quarter.

PLAN FOR 2021

In light of COVID-19 and the major social and economical changes that are currently taking place, RaySearch will focus on the core business: innovative new products, continuous improvement of existing software and clinical collaborations, that inform our technology and commercial strategy. In 2021, we will continue to embrace our modified ways of working and collaborating, while moving forward with cautious optimism toward our vision of comprehensive cancer care.

Growth through diversification

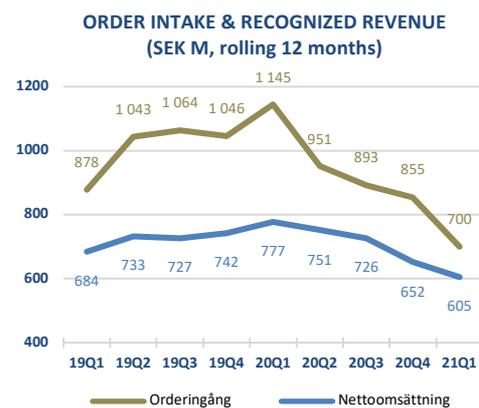
Despite the effects of the pandemic on the company's operations, RaySearch's development team has shown impressive progress along multiple fronts. At the end of the 2020, we launched two new products – RayIntelligence and RayCommand. Both products are contributing to a major diversification of our software portfolio.

RayIntelligence is our platform for data-driven oncology and machine learning. The product is a cloud-based system for analysis, monitoring and continuous improvement of cancer treatments. This software-as-a-service (SaaS) platform is fully integrated with our RayStation treatment planning system and our RayCare oncology information system, enabling cancer centers to consolidate, structure and search data to individualize treatment protocols and improve patient outcomes. The system provides tools for deep analysis of trends and performance; dashboards for an at-a-glance overview of clinical activities; while the structured data enables clinics to define datasets that are suitable for training machine learning models. RayIntelligence is RaySearch's first product that is only available via annual subscription. This allows customers to pay on an ongoing basis, and avoid making a substantial initial investment.

Elsewhere, the focus is on hardware integration. The RayCommand treatment control system offers unified management and control of main systems in the radiotherapy treatment room – the treatment machine, treatment couch, imaging systems and patient positioning devices. The goal is to ensure safe and effective patient care, while offering a more consistent user experience and a more efficient workflow – regardless of the type of treatment machine. As such, we see this B2B product as a catalyst for innovation and increased competition in the radiotherapy equipment market, encouraging new suppliers of systems on the market to integrate RayCommand instead of developing their own control system from scratch.

Continued development of our product portfolio

In 2021, the development of RayStation and RayCare will continue with undiminished strength. One of the main news for RayStation is that we are introducing support for Accuray's CyberKnife machine, and since RayStation already supports TomoTherapy and Radixact, this means that RayStation offers complete support for Accuray's different machine types. During the year, we will also release a large number of new machine learning models. These work with both new and old versions of RayStation, and can be used directly by customers in those markets where there are no regulatory barriers.



Another area of focus is improved workflows and integration between RayStation and RayCare. This is especially important for clinics that use complex treatment procedures and adaptive treatment techniques, which places high demands on efficient scheduling and optimal resource utilization.

We also see that the integration of scripts and workflows between RayCare and RayStation makes it possible to guide the user through the planning process and combine manual and automatic steps in an efficient way. On the research side, several projects are underway in which we explore the possibilities of applying our tools outside the radiation treatment area, for example in imaging and various types of surgery.

BEYOND COVID-19

Operationally, it's encouraging to report no major challenges in relation to our R&D effort or delivery capacity during the pandemic. We have made it through the past 12 months due to a joint effort and I would like to thank all of our employees – especially for the flexibility, creativity and dedication, as we, by necessity, have re-engineered our core functions around largely digital and virtual workflows. Nonetheless, we are very much looking forward to meeting face-to-face again and working together in the same physical location (rather than virtual) with colleagues, customers and our clinical and industrial partners.

With this in mind, preparations are progressing for the relocation later this year, when RaySearch moves into its new corporate headquarters, RayLab, which is designed entirely according to the company's needs. RayLabs is located in the new Life Sciences cluster in Hagastaden in Stockholm. This spectacular facility will enable us to reimagine what it means to be an innovation business by promoting cross-functional collaboration and connection; providing state-of-the-art facilities for customer engagement and training; as well as opening up dedicated space for staff recreation and reflection. With the company now at 400 employees globally, it's also reassuring to know that RayLab has capacity to accommodate up to 800 people – leaving us plenty of room to continue to grow.

ENHANCED EFFICIENCY – A NECESSITY

While the uncertainties associated with COVID-19 will likely be with us for the foreseeable future – at least until national and regional vaccination programs approach full coverage – we remain optimistic about RaySearch's long-term strategy for comprehensive cancer care. If anything, the need for accelerated digital transformation of the oncology workflow has been amplified by events of the past 12 months. Early in the pandemic, for example, the World Health Organization found that one in three countries in the European region reported partially or completely disrupted cancer services, while some national snapshots indicate that as many as 10% or more of new cancer cases may have gone undiagnosed in the past year.

Put simply, cancer centers and their care teams are going to need all the tools at their disposal if they are to diagnose, treat and manage – at scale – the inevitable post-COVID surge in cancer cases in the most efficient and effective way possible. Mälarsjukhuset in Eskilstuna, Sweden, offers an instructive case study in the art of the possible. In spring of last year, Mälarsjukhuset's medical physics team fast-tracked clinical deployment of RayStation's deep-learning segmentation algorithms – a move that reduced the time spent on patient contouring for radiotherapy planning by as much as 75% versus manual or semi-automatic methods. While the initial decision was driven by staff shortages as a result of COVID, the long-run efficiency gains can only help the Mälarsjukhuset team as it recalibrates for the post-pandemic setting.

Going forward, it falls to RaySearch as a core technology partner to show cancer clinics, large and small, how they can similarly flex their approach through software-driven innovation – a strategy that will ultimately deliver workflow efficiencies while giving more patients access to the best possible cancer care, wherever they are, and whenever they need it.

Stockholm, May 5, 2021

Johan Löf
CEO and founder

FINANCIAL INFORMATION

RaySearch operates in a market with uneven order flows where large individual orders can have a substantial impact on revenue recognition between the quarters and, because the company has limited (less than 10 percent) variable costs for license revenue, operating profit is affected by an amount that is nearly as high. For this reason, a longer perspective than a few quarters should be taken.

ORDER INTAKE AND ORDER BACKLOG

In the first quarter of 2021, order intake declined 51.6 percent to SEK 145.1 M (300.0). License order intake declined 43.0 percent to SEK 78.0 M (136.8) and order intake for support agreements declined 61.4 percent to SEK 48.6 M (125.6). The change was partly attributable to a strong first quarter in 2020 and the effects of the COVID-19 pandemic.

<i>Order intake (amounts in SEK M)</i>	<i>Q1-21</i>	<i>Q4-20</i>	<i>Q3-20</i>	<i>Q2-20</i>	<i>Q1-20</i>	<i>Rolling 12 months</i>	<i>Full-year 2020</i>
Licenses	78.0	109.7	48.3	83.2	136.7	319.2	378.0
Hardware	12.1	26.7	8.3	11.8	22.7	58.9	69.5
Support (incl. warranty support)	48.6	95.9	78.9	77.0	125.6	300.3	377.4
Training and other	6.5	6.8	3.0	5.2	14.8	21.5	29.9
Total order intake	145.1	239.1	138.5	177.1	300.0	699.9	854.8
<i>Order backlog (amounts in SEK M)</i>	<i>Q1-21</i>	<i>Q4-20</i>	<i>Q3-20</i>	<i>Q2-20</i>	<i>Q1-20</i>		
Licenses	129.6	127.0	112.6	105.8	130.7		
Hardware	48.5	50.3	36.8	38.9	43.9		
Support (incl. warranty support)	974.2	942.6	961.0	982.6	1047.1		
Training and other	54.8	49.4	50.8	58.5	59.8		
Total order backlog at the end of the period	1,207.1	1,169.2	1,161.3	1,185.8	1,281.5		

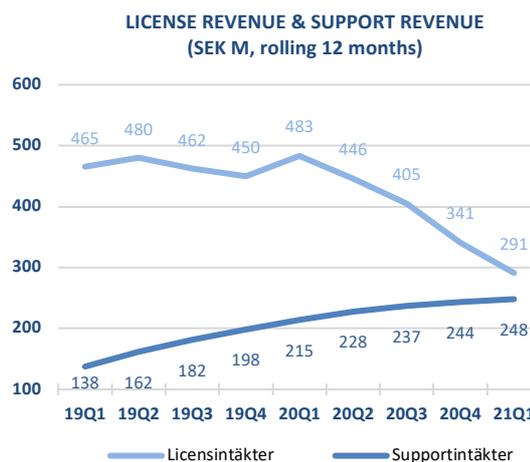
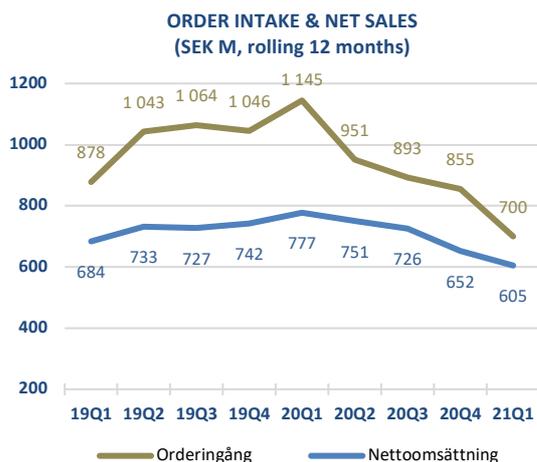
At March 31, 2021, the total order backlog was SEK 1,207.1 M (1,282.0), which is expected to generate revenue of approximately SEK 431 M over the next 12 months. The remaining amount in the order backlog mainly comprises support commitments that are primarily expected to generate revenue during a subsequent four-year period.

REVENUE

In the first quarter of 2021, net sales declined 22.4 percent to SEK 162.1 M (208.9). The change was attributable to lower license sales, which declined 37.7 percent to SEK 82.6 M (132.7), partly due to a strong first quarter in 2020 but also to the COVID-19 pandemic. The change in sales at unchanged currencies was -14.2 percent (16.1).

Recurring support revenue rose 6.6 percent to SEK 61.9 M (58.1), accounting for 38 percent (28) of net sales in the first quarter. Hardware sales, which have a limited profit margin, declined 3.2 percent to SEK 15.4 M (15.9). Excluding hardware sales, sales declined 24.0 percent year-on-year.

<i>Revenue (amounts in SEK M)</i>	<i>Q1-21</i>	<i>Q4-20</i>	<i>Q3-20</i>	<i>Q2-20</i>	<i>Q1-20</i>	<i>Rolling 12 months</i>	<i>Full-year 2020</i>
License revenue	82.6	81.1	40.5	86.5	132.7	291.1	340.8
Hardware revenue	15.4	10.2	9.7	12.2	15.9	47.7	48.0
Support revenue	61.9	63.9	60.2	61.7	58.1	248.2	243.9
Training and other revenue	2.1	4.6	8.8	3.3	2.2	18.9	18.9
Net sales	162.1	159.8	119.1	163.8	208.9	605.8	651.6
Change in sales, corresp. period, %	-22.4	-31.8	-17.4	-13.7	20.7	-22.2	-12.1
Change in sales at unchanged currencies, corresp. period, %	-14.2	-28.5	-13.7	-16.0	16.1	-18.4	-10.3



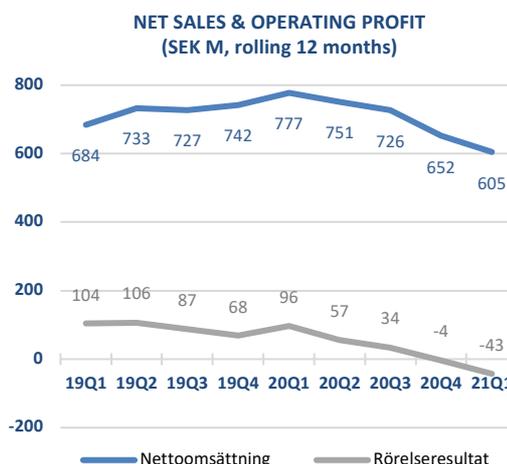
In the first quarter of 2021, net sales had the following geographic distribution: North America, 36 percent (47); Asia, 26 percent (12); Europe and the rest of the world, 38 percent (41).

OPERATING PROFIT

In the first quarter of 2021, operating profit declined to SEK 12.3 M (51.6), representing an operating margin of 7.6 percent (24.7). The weaker earnings were attributable to lower license revenue, which was only partially offset by lower costs.

In the first quarter, operating expenses declined 4.8 percent to SEK 149.8 M (157.3). The change was mainly attributable to significantly lower selling expenses resulting from canceled trade fairs, business travel and other sales and marketing campaigns due to the COVID-19 pandemic.

In the first quarter, the net of exchange-rate gains and losses amounted to SEK 10.0 M (22.5) since a large proportion of the Group's receivables are denominated in USD and EUR, which strengthened against the SEK in the first quarter compared with the end of the fourth quarter. Adjusted for these currency translation effects, operating profit would have totaled SEK 2.3 M (29.1) in the first quarter and operating expenses would have declined 11.1 percent.



Currency effects

The company's sales and earnings are impacted by USD/EUR to SEK exchange rates, since most sales are invoiced in USD and EUR, while most costs are denominated in SEK.

At unchanged exchange rates, the change in sales was -14.2 percent in the first quarter of 2021, compared with the year-earlier period. In addition, the company had exchange-rate gains of SEK 10.0 M (22.4) for balance sheet items in the first quarter. Currency effects therefore had a negative impact on net sales and operating profit in the first quarter of 2021.

A sensitivity analysis of the company's currency exposure shows that a 1-percentage point change in the USD exchange rate against the SEK would have impacted consolidated operating profit by approximately +/- SEK 3.8 M in the first quarter of 2021, while a corresponding change in the EUR exchange rate would have impacted consolidated operating profit by approximately +/- SEK 3.2 M.

The company follows the financial policy established by the Board, whereby exchange-rate fluctuations are not hedged.

Capitalization of development costs

RaySearch is a research and development-oriented company that makes significant investments in the development of software solutions for improved cancer treatment. At March 31, 2021, some 210 employees (190) were engaged in research and development, corresponding to 51 percent (49) of the total number of employees.

Capitalization of development costs	Q1-21	Q4-20	Q3-20	Q2-20	Q1-20	Rolling 12 months	Full-year 2020
Research and development costs	64.9	65.2	51.5	62.1	64.6	243.6	243.4
Capitalization of development costs	-51.5	-53.1	-40.7	-49.4	-52.4	-194.6	-195.6
Amortization of capitalized development costs	39.2	36.8	36.3	32.2	32.0	144.5	137.2
Research and development costs	52.6	48.9	47.1	44.9	44.2	193.5	185.0

In 2021, RaySearch continued to invest in both existing products and future products. In total, research and development costs rose 0.4 percent to SEK 64.9 M (64.6) in 2021, corresponding to 40 percent (31) of the company's net sales. The small changes in expenses, despite an increase in number of employees in the research, development and machine learning departments, were attributable to lower costs for travel and conferences during the pandemic.

Development costs of SEK 51.5 M (52.4) were capitalized, down 1.8 percent, representing 79 percent (81) of total research and development costs.

Amortization of capitalized development costs rose 22.7 percent to SEK 39.2 M (32.0), and the increase was attributable to the expansion of development activities, and that amortization periods had commenced for all products, including RayCommand and RayIntelligence.

Research and development costs (after adjustments for capitalization and amortization of development costs) rose 19.2 percent to SEK 52.6 M (44.2).

Amortization and depreciation

In the first quarter of 2021, total amortization and depreciation rose 16.6 percent to SEK 58.3 M (50.1), of which amortization of intangible fixed assets accounted for SEK 39.3 M (32.0), mainly related to capitalized development costs. Depreciation of tangible fixed assets increased to SEK 19.1 M (18.1).

PROFIT AND EARNINGS PER SHARE

In the first quarter of 2021, profit after tax was SEK 7.1 M (40.5), corresponding to earnings per share of SEK 0.21 (1.18) before and after dilution.

Tax expense for the quarter was SEK -4.3 M (-10.8), corresponding to an effective tax rate of 37.5 percent (20.9). The high tax rate was due to a deferred tax liability in the US related to depreciation of tangible fixed assets.

CASH FLOW AND LIQUIDITY

In the first quarter of 2021, cash flow from operating activities was SEK 104.3 M (66.1) and the change, despite weaker earnings, was largely due to a sharp decline in working capital. Working capital mainly comprises various types of customer receivables, such as accounts receivable and current and long-term unbilled customer receivables in instances where payment plans exist.

At the end of the period, the company's total customer receivables amounted to 56 percent (56) of net sales over the past 12 months. Working capital amounted to 5 percent (27) of net sales over the past 12 months. The decline was attributable to increased payments from customers, including advance payments from customers.

In the first quarter, cash flow from investing activities was SEK -60.3 M (-60.2). Investments in intangible fixed assets amounted to SEK -51.5 M (-52.6) and comprised capitalized development costs for the company's products – RayStation, RayCare, RayCommand and RayIntelligence. Investments in tangible fixed assets amounted to SEK -8.8 M (-7.6).

In the first quarter of 2021, cash flow from financing activities, which was mainly attributable to repayment of lease liabilities, was SEK -11.2 M (-10.1).

Cash flow for the period was SEK 32.8 M (-4.2) during the quarter. At March 31, 2021, consolidated cash and cash equivalents amounted to SEK 205.2 M (112.7).

FINANCIAL POSITION

At March 31, 2021, RaySearch's total assets amounted to SEK 1,334 M (1,339) and the equity/assets ratio was 52.7 percent (55.8).

Current receivables amounted to SEK 414.3 M (507.8). The receivables mainly comprised various types of customer receivables and the decline was attributable to higher payments from customers as well as fewer outstanding accounts receivable as a result of lower license sales, primarily due to the COVID-19 pandemic.

Current receivables amounted to SEK 414.3 M (507.8). The receivables mainly comprised various types of customer receivables and the decline was attributable to higher payments from customers as well as fewer outstanding accounts receivable as a result of lower license sales, primarily due to the COVID-19 pandemic.

At March 31, 2021, RaySearch's credit facilities comprised a revolving loan facility of up to SEK 300 M and an overdraft facility of SEK 50 M, both maturing in May 2022. Chattel mortgages amounted to SEK 100 M. At March 31, 2021, short-term loans totaling SEK 50 M (50) had been raised under the company's revolving loan facility and SEK 0 M (0) of the credit facility had been drawn. In March 2021, RaySearch breached an EBITDA-based covenant in the company's credit facilities. As a consequence thereof, the bank has requested pre-payment of the outstanding debt of SEK 50 M. The credit facilities will be available for utilization request by the company as soon as the company satisfies all the financial covenants according to the agreement.

At March 31, 2021, the Group's net debt totaled SEK -66.0 M (73.2). The change was due to improved cash flow.

EMPLOYEES

In the first quarter of 2021, the average number of employees in the Group was 412. At the end of the first quarter, the Group had 413 (386) employees, of whom 310 (285) were based in Sweden, and 102 (101) in foreign subsidiaries.

PARENT COMPANY

RaySearch Laboratories AB (publ) is the Parent Company of the RaySearch Group. Since the Parent Company's operations are consistent with the Group's operations in all material respects, the comments for the Group are also largely relevant for the Parent Company.

Differences in profitability between the Parent Company and the Group are attributable to the Parent Company accounting for a relatively high proportion of operating expenses, and to the capitalization of development costs being recognized in the Group but not in the Parent Company. The Parent Company was also not affected by the changes pertaining to lease recognition under IFRS 16, and instead continues to recognize lease payments as operating lease payments. This reduces operating profit compared with if IFRS 16 had been applied.

The Parent Company's current receivables mainly comprise receivables from Group companies and external customers.

SIGNIFICANT EVENTS DURING THE PERIOD

RayStation was selected by several leading cancer centers

The RayStation® treatment planning system was sold to more leading cancer centers, including Legacy Cancer Institute in the US, the University Hospital in Krakow, Poland, Osaka City University Hospital and Kumamoto University Hospital in Japan. In addition, Inova Schar Cancer Institute in the US and Radiumhospitalet at Oslo University Hospital in Norway expanded their existing RayStation installations.

Short-term loan

In March, the Parent Company issued a short-term loan of SEK 200,000 to Vinstandelsstiftelsen RayFoundation on commercial terms.

Subsidiary in Australia

RaySearch has established a wholly owned subsidiary in Australia for sales and support to customers in Australasia.

SIGNIFICANT EVENTS AFTER THE END OF THE REPORTING PERIOD

Breach of loan covenant

In March, RaySearch breached an EBITDA-based covenant in the company's credit facility with Skandinaviska Enskilda Banken (publ) (SEB) with a credit limit of SEK 350 M, of which SEK 50 M was utilized. In April, SEB subsequently demanded repayment of the utilized SEK 50 M. However, the credit facility will be available for drawing as soon as the company once again meets all covenants contained in the agreement.

Sales agent agreement with Canon Medical Systems USA

A sales agent agreement has been signed with Canon Medical Systems USA, Inc., enabling RaySearch's salesforce in North America to promote Canon Medical's Aquilion Lare Bore CT and Celesteion PET/CT products.

EFFECTS OF THE COVID-19 PANDEMIC

The COVID-19 pandemic is affecting people and companies all over the world and posing a challenge for all businesses. RaySearch is monitoring the situation and the effects of the pandemic closely and is prepared to take action and align the company's operations if needed.

Effects on RaySearch's operations in the first quarter of 2021

Sales. The ongoing COVID-19 pandemic also had a negative effect on RaySearch's sales in the first quarter due to continued restrictions and coronavirus outbreaks in several countries throughout some of the quarter. In addition, many hospitals were forced to temporarily re-prioritize and freeze investments in order to manage the COVID-19 pandemic. Market conditions were challenging in North America and some European countries, while the company noted a normalization in Asia.

Delivery capacity. As a software company, RaySearch is well equipped for remote collaboration and both our R&D and delivery capacity have remained relatively unscathed by the COVID-19 pandemic to date.

In the first quarter, COVID-19 did not have any major impact on the company's assessment items.

Expected future effects

It is still difficult to say how the ongoing pandemic will affect the coming quarters with any great certainty. The situation has stabilized and is beginning to normalize in many countries, but many countries have also registered an increase in new cases. We see continued recovery in Asia and signs of demand recovery in other regions.

In addition, as soon as the vaccination program has an effect we expect sales to normalize again since underlying need and demand for effective software solutions for cancer care remain unchanged compared with pre-pandemic levels. Since sales activities have been restricted for some time, it may take time before full sales effect is regained. We see no major challenges in terms of R&D or the company's delivery capacity.

Overall, the company expects that the negative effects of the COVID-19 pandemic on the company's sales and earnings will continue for some months to come, but that these effects will normalize in 2021. However, due to uncertainty surrounding how long the COVID-19 pandemic will last and the extent of the economic impacts, RaySearch will continue to focus on protecting the company's cash flow and liquidity.

Unmet need for RaySearch's software solutions unchanged. The underlying need for efficient software solutions for cancer care remains unchanged since treatment for cancer patients is high priority. The company's assessment is that the market and demand for the company's products will normalize and return to previous levels when the COVID-19 pandemic has subsided.

Continued focus on efficiencies and digitization. One effect of the COVID-19 pandemic could be a further acceleration of the ongoing digital transformation. The pandemic has radically revealed the major potential and benefits of digital technology, which could be positive for RaySearch's operations in the long term because the company's software solutions make it possible for cancer centers to increase their efficiency.

THE COMPANY'S SHARE

At March 31, 2021, the total number of registered shares in RaySearch was 34,282,773, of which 8,454,975 were Class A and 25,827,798 Class B shares. The quotient value is SEK 0.50 and the company's share capital amounts to SEK 17,141,386.50. Each Class A share entitles the holder to ten votes, and each Class B share to one vote, at a general meeting. At March 31, 2021, the total number of votes in RaySearch was 110,377,548.

SHARE OWNERSHIP

At March 31, 2021, the number of shareholders in RaySearch was 6,883, and the largest shareholders were as follows:

Name	Class A shares	Class B shares	Total shares	Share capital, %	Votes, %
Johan Löf	6,243,084	418,393	6,661,477	19.4	56.9
Invesco fonder	0	4,070,811	4,070,811	11.9	3.7
La Financière de l'Echiquier	0	2,163,773	2,163,773	6.3	2.0
First AP Fund	0	1,982,448	1,982,448	5.8	1.8
Swedbank Robur Funds	0	1,760,000	1,760,000	5.1	1.6
Anders Brahme	1,150,161	200,000	1,350,161	3.9	10.6
Second AP Fund	0	1,220,942	1,220,942	3.6	1.1
Carl Filip Bergendal	1,061,577	139,920	1,201,497	3.5	9.7
Nordnet Pension	0	990,064	990,064	2.9	0.9
C WorldWide Asset Management	0	851,612	851,612	2.5	0.8
Total, 10 largest shareholders	8,454,822	13,797,963	22,252,785	64.9	89.1
Others	153	12,029,835	12,029,988	35.1	10.9
Total	8,454,975	25,827,798	34,282,773	100.0	100.0

Source: Euroclear, FI and MorningStar.

OTHER INFORMATION

2021 ANNUAL GENERAL MEETING

RaySearch's Annual General Meeting (AGM) will be held on Wednesday May 26, 2021. Due to COVID-19, shareholders will be able to exercise their voting rights at the AGM by voting in advance (postal voting). A physical meeting, with the ability to attend in person or through a representative, will not take place.

Shareholders who wish to participate in the Meeting by voting in advance must be recorded as a shareholder in the share register maintained by Euroclear Sweden AB by May 18, 2021, and register by submitting their advance vote to Euroclear Sweden AB by Tuesday May 25, 2021. More information about the AGM is available on the company's website, www.raysearchlabs.com.

Proposed resolutions

Shareholders representing about 67 percent of the total number of votes propose that Lars Wollung, Carl Filip Bergendal, Johan Löf, Britta Wallgren, Hans Wigzell and Johanna Öberg be reelected to the Board of Directors and that Lars Wollung be reelected Chairman of the Board. Since the company is in the midst of an expansive and capital-intensive phase, the Board of RaySearch proposes that no dividend be paid for the 2020 fiscal year.

Full details of the proposed resolutions are available on the company's website, www.raysearchlabs.com

RISKS AND UNCERTAINTIES

As a global Group with operations in different parts of the world, RaySearch is exposed to various risks and uncertainties, such as market risk, operational and legal risk, as well as financial risk pertaining to exchange-rate fluctuations, interest rates, liquidity and financing opportunities. RaySearch's risk management aims to identify, measure and reduce risks related to the Group's transactions and operations. For more information about risks and risk management, refer to pages 9-11 and 39-40 of RaySearch's 2020 Annual Report. There have been no significant changes with any impact on the risks reported. This also applies to the risks and uncertainties arising from the COVID-19 pandemic that could affect RaySearch's sales, earnings and financial position.

SEASONAL VARIATIONS

RaySearch's customers are healthcare providers and the company's operations are somewhat characterized by seasonal variations that are typical for the industry, whereby the fourth quarter is normally the strongest – mainly because many customers have budgets that follow the calendar year.

ENVIRONMENT AND SUSTAINABILITY

Sustainability is a key aspect of RaySearch's strategy and operations, and the company is working actively to become a sustainable enterprise. The primary aim of RaySearch's operations is to help cancer centers improve and save the lives of cancer patients. With our innovative software solutions, we are continuously striving to improve and streamline workflows in clinical environments and to improve treatment outcomes for cancer patients. The customer value we create presents business opportunities for RaySearch, but also major social benefit and economic gains.

The negative environmental impact of the company's products is limited. The company's environmental impact is mainly related to the purchase of goods and services, energy use and transportation. RaySearch aims to contribute to sustainable development and therefore works actively to improve the company's environmental performance wherever this is economically viable. More information about the company's environmental and sustainability initiatives is available in the company's Sustainability Report on pages 62-68 of RaySearch's 2020 Annual Report.

REVIEW

This interim report has not been reviewed by the company's auditors.
Stockholm, May 5, 2021

Johan Löf
CEO and Board member

FOR FURTHER INFORMATION, PLEASE CONTACT:

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The information contained in this interim report is such that RaySearch Laboratories AB [publ] is obliged to disclose under the EU Market Abuse Regulation and the Swedish Securities Market Act. The information was submitted for publication on May 5, 2021 at 7:45 a.m. CEST.

TELECONFERENCE

CEO Johan Löf and CFO Peter Thysell will present RaySearch's interim report for January-March 2021 at a teleconference to be held in English on Wednesday, May 5, 2021 at 4:00-4:30 p.m. CEST.

For login details to the teleconference (ID: 5061876), please register on:

<http://emea.directeventreg.com/registration/5061876>

FINANCIAL CALENDAR

2021 Annual General Meeting

May 26, 2021

Interim report for the first six months, 2021

August 25, 2021

Interim report for the third quarter, 2021

November 18, 2021

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME IN SUMMARY

AMOUNTS IN SEK 000s	Note	JAN-MAR		APR 2020-	FULL-YEAR
		2021	2020	MAR 2021	2020
Net sales	2.3	162,102	208,889	604,825	651,612
Cost of goods sold ¹		-15,220	-14,264	-44,330	-43,374
Gross profit		146,882	194,625	560,495	608,238
Other operating income		17,150	27,519	7,914	18,283
Selling expenses		-65,260	-91,044	-265,445	-291,229
Administrative expenses		-26,702	-30,356	-102,636	-106,290
Research and development costs		-52,636	-44,155	-193,522	-185,041
Other operating expenses		-7,173	-5,032	-49,568	-47,427
Operating profit/loss		12,261	51,557	-42,762	-3,466
Loss from financial items		-879	-334	-3,557	-3,012
Profit/loss before tax		11,382	51,223	-46,319	-6,478
Tax		-4,272	-10,761	3,887	-2,602
Profit/loss for the period²		7,110	40,462	-42,432	-9,080
Other comprehensive income					
Items to be reclassified to profit or loss					
Translation difference of foreign operations for the period		1,130	1,059	1,130	-2,038
Comprehensive income for the period²		8,240	41,521	-41,302	-11,118
Earnings/loss per share before and after dilution (SEK)		0.21	1.18	-1.24	-0.26

¹ Comprises costs for hardware and license costs paid, but not amortization of capitalized development costs, which is included in research and development costs.

² Fully (100 percent) attributable to Parent Company shareholders.

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY IN SUMMARY

AMOUNTS IN SEK 000s	JAN-MAR		FULL-YEAR
	2021	2020	2020
Opening balance	694,351	705,468	705,468
Profit/loss for the period	7,110	40,462	-9,080
Translation difference for the period	1,130	1,058	-2,037
Closing balance	702,591	746,988	694,351

CONSOLIDATED STATEMENT OF FINANCIAL POSITION IN SUMMARY

AMOUNTS IN SEK 000s	Note	Mar 31, 2021	Mar 31, 2020	Dec 31, 2020
ASSETS				
Intangible fixed assets		499,031	449,029	486,817
Tangible fixed assets		183,327	242,491	186,768
Deferred tax assets		5,381	11,299	7,226
Other long-term receivables		26,223	15,851	26,928
Total fixed assets		713,962	718,670	707,739
Inventories		22,189	7,828	9,110
Current receivables		392,145	499,948	399,309
Cash and cash equivalents		205,215	112,660	168,746
Total current assets		619,549	620,436	577,165
TOTAL ASSETS		1,333,511	1,339,106	1,284,904
EQUITY AND LIABILITIES				
Equity		702,591	746,989	694,351
Deferred tax liabilities		110,185	119,305	108,749
Long-term interest-bearing liabilities		54,435	88,051	53,788
Total long-term liabilities		164,620	207,356	162,537
Accounts payable		21,975	21,463	19,864
Current interest-bearing liabilities		84,828	97,840	92,519
Other current liabilities		359,497	265,458	315,633
Total current liabilities		466,300	384,761	428,016
TOTAL EQUITY AND LIABILITIES		1,333,511	1,339,106	1,284,904

CONSOLIDATED STATEMENT OF CASH FLOW IN SUMMARY

AMOUNTS IN SEK 000s		JAN-MAR		APR 2020-	FULL-YEAR
	Note	2021	2020	MAR 2021	2020
Profit/loss before tax		11,382	51,223	-46,319	-6,478
Adjusted for non-cash items ¹⁾		42,488	23,960	252,751	234,223
Taxes paid		-6,266	-6,235	-28,243	-28,212
Cash flow from operating activities before changes in working capital		47,604	68,948	178,189	199,533
Cash flow from changes in operating receivables		30,667	7,840	74,979	52,152
Cash flow from changes in operating liabilities		26,061	-10,714	116,598	79,823
Cash flow from operating activities		104,332	66,074	369,766	331,508
Cash flow from investing activities		-60,275	-60,214	-225,654	-225,593
Cash flow from financing activities		-11,217	-10,104	-45,138	-44,025
Cash flow for the period		32,840	-4,244	98,972	61,890
Cash and cash equivalents at the beginning of the period		168,746	113,858	112,660	113,858
Exchange-rate difference in cash and cash equivalents		3,629	3,046	-6,419	-7,002
Cash and cash equivalents at the end of the period		205,215	112,660	205,215	168,746

¹ These amounts mainly include amortization of capitalized development costs, right-of-use assets and unrealized currency effects.

PARENT COMPANY INCOME STATEMENT IN SUMMARY

AMOUNTS IN SEK 000s	Note	JAN-MAR		FULL-YEAR
		2021	2020	2020
Net sales		122,484	153,054	489,623
Cost of goods sold ¹⁾		-7,643	-9,458	-24,095
Gross profit		114,841	143,596	465,528
Other operating income		17,015	26,976	9,163
Selling expenses		-37,434	-47,035	-167,012
Administrative expenses		-26,436	-30,420	-106,702
Research and development costs		-65,209	-64,780	-243,950
Other operating expenses		-7,154	-4,744	-38,713
Operating profit/loss		-4,377	23,593	-81,686
Profit/loss from financial items		-200	1,103	17
Profit/loss after financial items		-4,577	24,696	-81,669
Appropriations		-	-	82,306
Profit/loss before tax		-4,577	24,696	637
Tax on profit for the period		489	-5,360	-4,136
Profit/loss for the period		-4,088	19,336	-3,499

¹⁾ Comprises costs for hardware and royalties but not amortization of capitalized development costs, which is included in research and development costs.

PARENT COMPANY STATEMENT OF COMPREHENSIVE INCOME

AMOUNTS IN SEK 000s	JAN-MAR		FULL-YEAR
	2021	2020	2020
Profit/loss for the period	-4,088	19,336	-3,499
Other comprehensive income	-	-	-
Comprehensive income for the period	-4,088	19,336	-3,499

PARENT COMPANY BALANCE SHEET IN SUMMARY

AMOUNTS IN SEK 000s	Note	Mar 31, 2021	Mar 31, 2020	Dec 31, 2020
ASSETS				
Intangible fixed assets		750	856	808
Tangible fixed assets		47,200	43,858	43,863
Shares and participations		3,958	1,911	1,911
Deferred tax assets		6,866	6,784	5,879
Long-term receivables from Group companies		27,157	67,709	25,426
Other long-term receivables		7,516	9,764	9,411
Total fixed assets		93,447	130,882	87,298
Inventories		22	1,348	176
Current receivables		327,655	468,462	356,270
Cash and bank balances		122,500	49,116	107,711
Total current assets		450,177	518,926	464,157
TOTAL ASSETS		543,624	649,808	551,455
EQUITY AND LIABILITIES				
Equity				
<u>Restricted equity</u>				
Share capital		17,141	17,141	17,141
Statutory reserve		43,630	43,630	43,630
Total restricted equity		60,771	60,771	60,771
<u>Unrestricted equity</u>				
Retained earnings		202,699	206,198	206,198
Profit/loss for the year		-4,088	19,336	-3,499
Total non-restricted equity		198,611	225,534	202,699
Total equity		259,382	286,305	263,470
Untaxed reserves		32,615	114,921	32,615
Long-term liabilities		879	0	879
Accounts payable		22,600	17,770	19,035
Current interest-bearing liabilities		49,674	49,632	49,649
Other current liabilities		178,474	181,180	185,807
Total current liabilities		250,748	248,582	254,491
TOTAL EQUITY AND LIABILITIES		543,624	649,808	551,455

NOTES, GROUP**NOTE 1 ACCOUNTING POLICIES**

The RaySearch Group applies International Financial Reporting Standards (IFRS) as adopted by the EU. The accounting policies applied are consistent with those described in the 2020 Annual Report for RaySearch Laboratories AB (publ), which is available at www.raysearchlabs.com. This interim report has been prepared in accordance with IAS 34 Interim Financial Reporting and the Swedish Annual Accounts Act.

RaySearch Laboratories AB (publ) is the Parent Company of the RaySearch Group. The Parent Company applies the Swedish Annual Accounts Act and RFR 2 Accounting for Legal Entities. The Parent Company's operations are consistent with the Group's operations in all material respects.

Differences in profitability between the Parent Company and the Group are attributable to the Parent Company accounting for a relatively high proportion of operating expenses, and to the capitalization of development costs being recognized in the Group but not in the Parent Company. The Parent Company was also not affected by IFRS 16, and will continue to recognize lease payments on a straight-line basis over the lease term. This reduces operating profit compared with if IFRS 16 had been applied.

The Parent Company's current receivables mainly comprise receivables from Group companies and external customers.

NOTE 2 REVENUE FROM CONTRACTS WITH CUSTOMERS

RaySearch conducts sales of goods and services in various regions. Revenue from sales of licenses and hardware is recognized in profit or loss at a point in time, while revenue from sales of training and support is recognized over time.

AMOUNTS IN SEK 000s	JAN-MAR				
	2021	2020	Change	APR 2020- -MAR 2021	Full-year 2020
<u>Revenue by type</u>					
Licenses	82,605	132,676	-37.7%	290,731	340,802
Support	61,937	58,117	6.6%	247,733	243,913
Hardware	15,428	15,939	-3.2%	47,515	48,026
Training and other	2,132	2,157	-1.2%	18,846	18,871
Total revenue from contracts with customers	162,102	208,889	-22.4%	604,825	651,612
<u>Revenue by geographic market</u>					
North America	58,688	98,779	-40.6%	201,385	241,476
APAC	41,718	24,754	68.5%	179,042	162,078
Europe and rest of the world	61,696	85,356	-27.7%	224,398	248,058
Total revenue from contracts with customers	162,102	208,889	-22.4%	604,825	651,612
<u>Revenue by date for revenue recognition</u>					
Goods/services transferred at a point in time	98,033	148,615	-34.0%	338,246	388,828
Services transferred over time	64,069	60,274	6.3%	266,579	262,784
Total revenue from contracts with customers	162,102	208,889	-22.4%	604,825	651,612

NOTE 3 ESTIMATES

Preparation of the interim report requires that company management make estimates that affect the carrying amounts. The actual outcome could deviate from these estimates. The critical sources of uncertainty in the estimates are the same as those in the most recent Annual Report.

NOTE 4 FINANCIAL INSTRUMENTS

RaySearch's financial assets and liabilities comprise billed and unbilled receivables, cash and cash equivalents, accrued expenses, accounts payable, bank loans and lease liabilities. Long-term receivables and lease liabilities are discounted, while other financial assets and liabilities have short maturities. Accordingly, the fair values of all financial instruments are deemed to correspond approximately to their carrying amounts.

The provision for expected credit losses is a weighted assessment of payment history, reports from external credit rating agencies and other customer-specific information. At the end of March 2021, the credit loss provision amounted to SEK 26.7 M (32.9), representing 8 percent (7) of total customer receivables. The lower provision for credit losses was due to a decrease in total receivables, while the higher proportion of total receivables was largely attributable to one customer in the US. While the Group's credit losses have been limited historically, confirmed credit losses have risen over the past five years to about 1.1 percent of the company's average customer receivables.

NOTE 5 RELATED-PARTY TRANSACTIONS

There were no transactions between RaySearch and related parties with any material impact on the company's position and earnings during the period.

NOTE 6 PLEDGED ASSETS IN THE GROUP AND PARENT COMPANY

AMOUNTS IN SEK 000s	Mar 31, 2021	Mar 31, 2020	Dec 31, 2020
Chattel mortgages	100,000	100,000	100,000
Guarantees	14,815	16,571	14,340

The year-on-year decline was largely due to exchange rate differences.

GROUP QUARTERLY OVERVIEW

AMOUNTS IN SEK 000s	2021	2020				2019		
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
Order intake								
Total order intake	145,131	239,125	138,480	177,133	300,018	277,217	196,793	370,612
Income statement								
Net sales	162,102	159,835	119,130	163,758	208,889	234,499	144,349	189,658
Change in sales, %	-22.4	-31.8	-17.5	-13.7	20.7	6.9	-4.1	63.1
Operating profit/loss	12,261	-14,592	-29,477	-10,954	51,557	22,468	-6,345	28,809
Operating margin, %	7.6	-9.1	-24.7	-6.7	24.7	9.6	-4.4	15.2
Profit/loss for the period	7,110	-14,164	-26,182	-9,196	40,462	18,937	-7,525	21,833
Net margin, %	4.4	-8.9	-22.0	-5.6	19.4	8.1	-5.2	11.5
Cash flow								
Operating activities	104,332	51,505	78,486	135,443	66,074	81,139	51,761	136,938
Investing activities	-60,275	-64,094	-45,372	-55,913	-60,214	-60,992	-48,568	-57,067
Financing activities	-11,217	-8,909	-11,394	-13,618	-10,104	-12,370	-16,668	-75,740
Cash flow for the period	32,840	-21,498	21,720	65,912	-4,244	7,777	-13,475	4,131
Capital structure								
Equity/assets ratio, %	52.7	54.0	57.0	56.2	55.8	55.8	55.6	55.9
Net debt	-65,952	-22,439	-31,476	206	73,231	56,869	77,991	92,024
Debt/equity ratio	-0.1	0.0	0.0	0.0	0.1	0.1	0.1	0.1
Net debt/EBITDA	-0.4	-0.1	-0.1	0.0	0.3	0.2	0.3	0.4
Per share data, SEK								
Earnings/loss per share before dilution	0.21	-0.41	-0.76	-0.27	1.18	0.55	-0.22	0.64
Earnings/loss per share after dilution	0.21	-0.41	-0.76	-0.27	1.18	0.55	-0.22	0.64
Equity per share	20.49	20.25	20.71	21.48	21.79	20.58	20.03	20.25
Share price at the end of the period	89.5	82.70	87.50	86.50	57.60	107.20	160.70	132.60
Other								
No. of shares before/after dilution, 000s	34,282.8	34,282.8	34,282.8	34,282.8	34,282.8	34,282.8	34,282.8	34,282.8
Average no. of employees	412	404	399	391	386	331	317	306

GROUP, ROLLING 12 MONTHS

AMOUNTS IN SEK 000s	Apr 2020- Mar 2021 ¹	Jan 2020- The 2020 ¹	Oct 2019- Sep 2020 ¹	Jul 2019- Jun 2020 ¹	Apr 2019- Mar 2020 ¹	Jan 2019- Dec 2019 ¹	Oct 2018- Sep 2019 ²	Jul 2018- Jun 2019 ²
Order intake								
Total order intake	699,868	854,755	892,846	951,160	1,144,639	1,046,238	1,063,910	1,042,829
Income statement								
Net sales	604,825	651,612	726,276	751,495	777,395	741,584	726,528	732,658
Operating profit/loss	-42,762	-3,466	33,594	56,726	96,489	68,169	87,374	106,140
Operating margin, %	-7.1	-0.5	4.6	7.5	12.4	9.2	12.0	14.5
Cash flow								
Cash flow	98,972	61,890	91,165	55,970	-5,811	-3,385	45,594	42,038
Cash flow adjusted for repayment of bank loans	98,972	61,890	91,165	55,970	69,189	71,615	120,594	67,038

¹ IFRS 16 compliance.

² IFRS 16 compliance as of 2019, and IAS 17 compliance in the remaining quarters.

DEFINITIONS OF KEY RATIOS

The interim report refers to a number of non-IFRS financial measures that are used to provide investors and company management with additional information to assess the company's operations. The various non-IFRS measures used to complement the IFRS financial statements are described below.

Non-IFRS measures	Definition	Reason for using the measure
Order intake	The value (transaction price) of all orders received and changes to existing orders during the current period	Order intake is an indicator of future revenue and thus a key figure for the management of RaySearch's operations
Order backlog	The value of orders at the end of the period that the company has yet to deliver and recognize as revenue, meaning remaining performance obligations.	The order backlog shows the value of orders already booked by RaySearch that will be converted to revenue in the future.
Net sales/Order intake	Recognized net sales in relation to total order intake during the corresponding period	The measurement is used to monitor the recognized revenue in relation to sales, which is part of the reason for the change in order backlog.
Change in sales	The change in net sales compared with the year-earlier period expressed as a percentage	The measure is used to track the performance of the company's operations between periods
Change in sales at unchanged currencies	Change in sales at unchanged exchange rates, i.e. excluding currency effects	This measure is used to monitor underlying change in sales driven by alterations in volume, pricing and mix for comparable units between different periods
Gross profit	Net sales minus cost of goods sold	Gross profit is used to measure the margin before sales, research, development and administrative expenses
Operating profit/loss	Calculated as profit for the period before financial items and tax	Operating profit provides an overall picture of the total generation of earnings in operating activities
Operating profit adjusted for currency translation effects	Calculated as operating profit less other operating income/expenses	Operating profit provides an overall picture of the total generation of earnings in operating activities excluding currency translation effects for balance sheet items
Operating margin	Operating profit expressed as a percentage of net sales	Together with sales growth, the operating margin is a key element for monitoring value creation
Net margin	Profit for the period as a percentage of net sales for the period	The net margin shows the percentage of net sales remaining after the company's expenses have been deducted
Cash flow adjusted for changes in bank loans	Cash flow for the period less cash flow from changes to bank loans	The measurement shows the underlying cash flow before financing activities, but including amortization of lease liabilities.
Equity per share	Equity divided by number of shares at the end of the period	The measurement shows the return generated on the owners' invested capital per share
Rolling 12 months' sales, operating profit or other results	Sales, operating profit or other results measured over the past 12-month period	This measure is used to more clearly illustrate the trends for sales, operating profit and other results, which is relevant because RaySearch's revenue is subject to monthly variations
Working capital	Working capital comprises inventories, operating receivables and operating liabilities, and is obtained from the statement of financial position. Operating receivables comprise accounts receivable, other current/long-term receivables and non-interest bearing prepaid expenses and accrued income. Operating liabilities include other non-interest bearing long-term liabilities, advance payments from customers, accounts payable, other current liabilities and non-interest bearing accrued expenses and deferred income.	This measure shows how much working capital is tied up in operations and can be shown in relation to net sales to demonstrate the efficiency with which working capital has been used
Return on equity	Calculated as profit/loss for the period as a percentage of average equity. Average equity is calculated as the sum of equity at the end of the period plus equity at the end of the year-earlier period, divided by two	Shows the return generated on the owners' invested capital from a shareholder perspective
Equity/assets ratio	Equity expressed as a percentage of total assets at the end of the period	This is a standard measure to show financial risk, and is expressed as the percentage of the total restricted equity financed by the owners
Net debt	Interest-bearing liabilities less cash and cash equivalents and interest-bearing current and long-term receivables	This measure shows the Group's total indebtedness
Debt/equity ratio	Net debt in relation to equity	The measure shows financial risk and is used by management to monitor the Group's indebtedness
EBITDA	Operating profit before financial items, tax, depreciation/amortization and impairment	The measurement is a way to evaluate the result without taking into consideration financial decisions or taxes
Net debt/EBITDA	Net debt at the end of the period in relation to operating profit before depreciation over the past 12-month period	A relevant measure from a credit perspective that shows the company's ability to handle its debt

CALCULATION OF FINANCIAL MEASURES NOT INCLUDED IN THE IFRS FRAMEWORK

AMOUNTS IN SEK 000s	Dec 31, 2021	Mar 31, 2020	Dec 31, 2020
Working capital			
Accounts receivable (current billed customer receivables)	160,379	261,288	156,811
Current unbilled customer receivables	153,955	161,817	143,941
Long-term unbilled customer receivables	26,223	15,748	26,928
Inventories	22,189	7,828	9,110
Other current receivables (excl. tax)	47,762	53,393	74,980
Accounts payable	-21,975	-21,463	-19,864
Other current liabilities (excl. tax)	-356,215	-265,280	-312,791
Working capital	32,318	213,331	79,115
AMOUNTS IN SEK 000s	Dec 31, 2021	Mar 31, 2020	Dec 31, 2020
Net debt			
Current interest-bearing liabilities	84,828	97,840	92,519
Long-term interest-bearing liabilities	54,435	88,051	53,788
Cash and cash equivalents	-205,215	-112,660	-168,746
Net debt	-65,952	73,231	-22,439
AMOUNTS IN SEK 000s	APR 2020- -MAR 2021	APR 2019 -MAR 2020	Full-year 2020
EBITDA			
Operating profit/loss	-42,762	96,489	-3,466
Amortization and depreciation	222,165	189,700	213,293
EBITDA	179,403	286,189	209,827
CHANGE IN SALES AT UNCHANGED CURRENCIES	APR 2020- -MAR 2021	APR 2019 -MAR 2020	Full-year 2020
Net sales for the year	604,825	777,395	651,612
Currency adjustment	29,482	-37,820	13,805
Adjusted Net sales	634,307	739,575	665,417
Net sales, preceding year.	777,395	684,039	741,584
Organic growth	-18.4%	8.1%	-10.3%

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ABOUT RAYSEARCH

RaySearch Laboratories AB (publ) is a medical technology company that develops innovative software solutions for improved cancer treatment. The company develops and markets the RayStation treatment planning system and RayCare oncology information system to cancer centers all over the world and distributes the products through licensing agreements with leading medical technology companies.

In December 2020, the RayCommand treatment control system and RayIntelligence oncology analytics system were also launched. RaySearch's software is now used by more than 2,600 centers in more than 65 countries. The company was founded in 2000 as a spin-off from the Karolinska Institute in Stockholm and the share has been listed for trading on Nasdaq Stockholm since 2003.

More information about RaySearch is available at www.raysearchlabs.com

VISION AND MISSION

The company's vision is a world where cancer is conquered and RaySearch's mission is to provide innovative software to continuously improve cancer treatment.

STRATEGY

A radiation therapy center essentially needs two software platforms for its operations: a treatment planning system, and an information system. With RayStation and RayCare, RaySearch will strengthen its position and continue to grow with high profitability. The company's strategy is based on a strong focus on innovative software development with leading functionality, support for efficient workflows – including via digitization and automation with machine learning – broad support for a wide range of treatment modes and types of radiation therapy machines, close collaboration with world-leading cancer centers and industrial partners, and extensive investment in research and development.

BUSINESS MODEL

RaySearch's main revenue is generated by customers paying an initial license fee for the right to use RaySearch's software and an annually recurring service fee for access to updates and support. All software systems are developed at RaySearch's head office in Stockholm, and distributed and supported by the company's global marketing organization.